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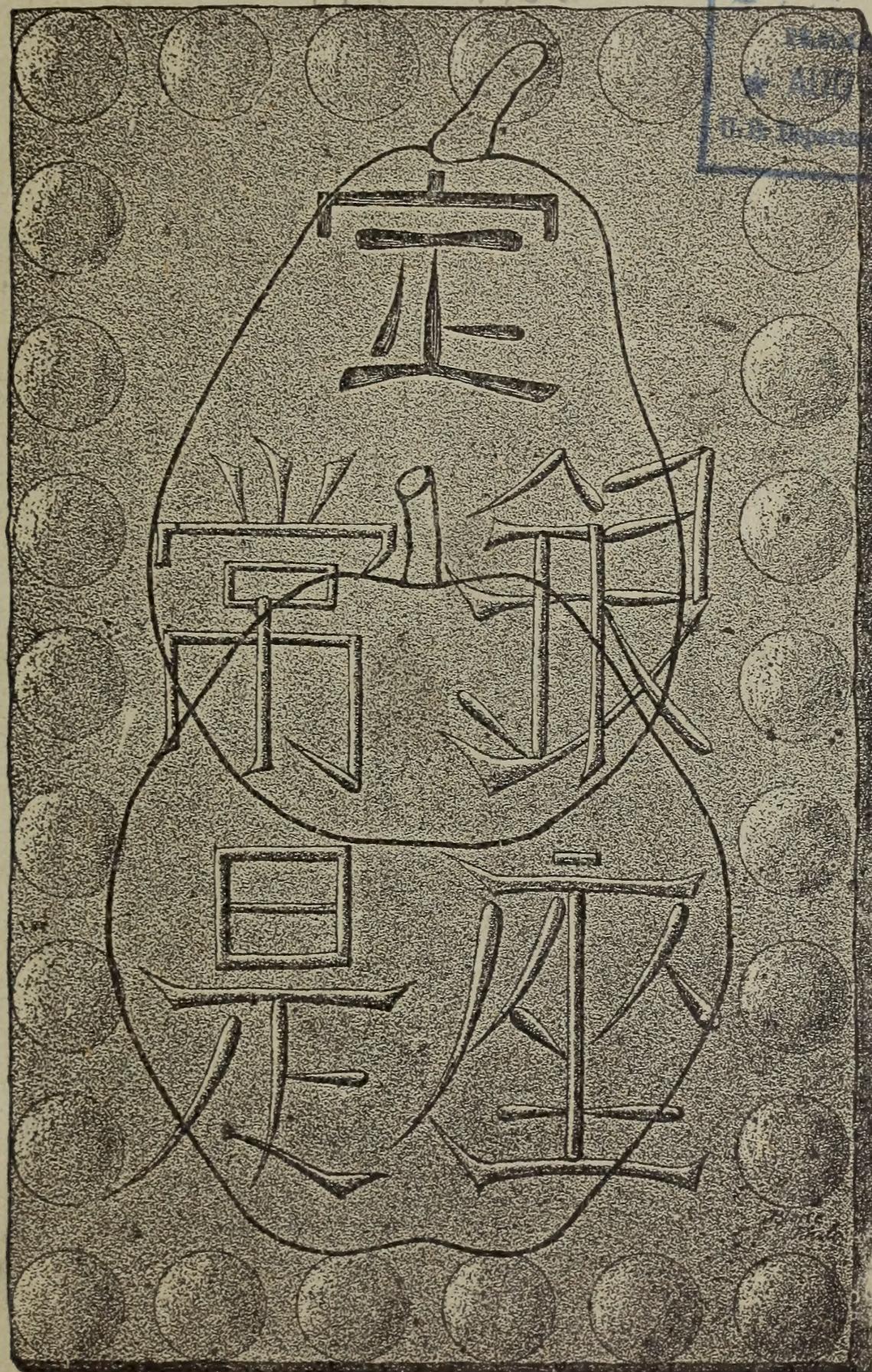
E.R. Lake
HEIKES--HUNTSVILLE-TREES.

02.01
The Huntsville Wholesale Nurseries.

DECEMBER Huntsville, Ala. **1908**

Price List

Price List
* 1920 24 1920 *
U.S. Department of Agriculture



FOR THE TRADE ONLY

Special Mention.

THE MAYFLOWER.--Introduced by Mr. J. Van Lindley, Pomona, N. C. The earliest of all peaches. Ripened here this year May 19th. Mr. Lindley has tested this variety in his orchard for the past four years. It is a remarkable peach and red all over. Will supersede Victor and Sneed. Trees \$10 per 1000 higher than other sorts.

ARP BEAUTY is next in season and next in value to Mayflower. Comes in just before and laps over into the season of Greensboro. It is quite distinct from any variety that we know and will prove a very valuable sort for commercial orchards as well as for family orchards. It is the most showy and by far the best in quality of any peach of its season. The flesh is of a rich, inviting yellow color; the skin a pleasing shade of yellow, very attractively painted and mottled with bright crimson. It is very prolific, has large flowers and is one of the hardiest in tree, bud and bloom. Freestone, but the flesh, like that of all exceptionally early freestone peaches, clings more or less to the seed. In size it is about the same as Yellow St. John.

APEX.--Ripens at the same time as Alexander, than which it is far superior in size, color and flavor. Size large, color of skin yellow, with a mottled red cheek. Flesh yellow and of good quality--one of the best early market varieties. It fruited with us this year, ripening two or three days later than Arp Beauty. Freestone, but, like all extra early peaches, the flesh clings to the stone.

DR. BURTON.--Very similar to Mamie Ross in vigor, certainty and abundance of bearing; has large flowers. Much superior to Mamie Ross and ripens about one week earlier. It is a perfect freestone, of rather larger size than Mamie Ross, of same shape, with smaller seed, much firmer and more color, and quality of the finest; the best and handsomest peach of its season.

GOLDFINCH (Ea. Elberta).--This is a seedling of Elberta, of very much the same characteristics, but ripening about a week earlier.

MUNSON'S CLING.--A selected seedling of Elberta, among hundreds grown from select seed. Equally as large as Elberta, more spherical, with a short beak. Firm, yellow flesh of the finest quality. Surface mostly covered with bright red, very handsome. An immensely superior quality to Chilow. Ripens with Elberta.

MUNSON'S FREE.--Selected variety among several hundred Elberta seedlings grown from selected seed. The fruit is larger than Elberta; more highly colored, more oblong and of better quality; flesh yellow. More prolific and hardy in bearing. Ripens about a week later than Elberta. Very firm; fine for shipping.

REX.--A seedling of Elberta, ripening about a month later. This variety in size, color of skin and flesh is very much like Elberta.

TIEBOUT.--Free, largest size, rich orange color, with dark red cheek, flesh of the finest quality, firm, buttery; a splendid shipper, seed small. About two weeks later than Elberta.

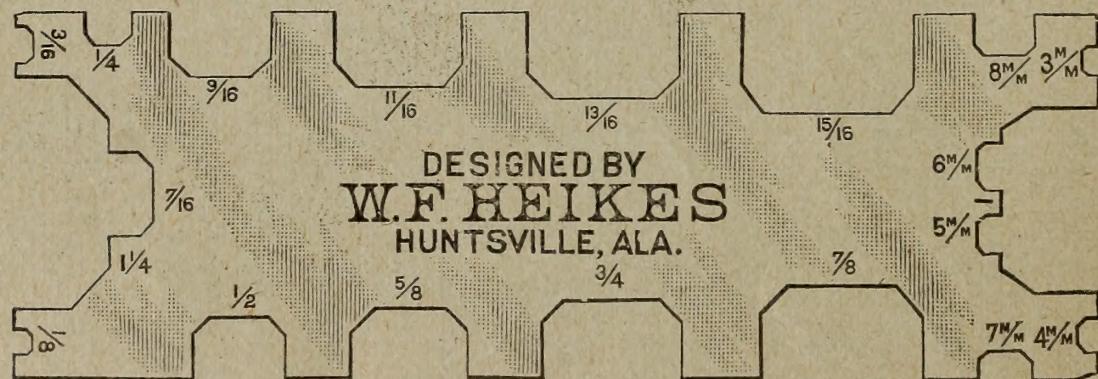
DULCE.--The same description of the Tiebout, but ripening a month later.

OCTOBEL (Bell's October).--Large, rich, yellow, red cheek; freestone; of finest quality.

We recommend the following varieties as a splendid assortment of varieties for a succession in both the commercial and home orchard. They are named in the order of ripening and cover the season from the middle of May to the middle of October: Mayflower, Arp Beauty, Apex, Greensboro, Dr. Burton, Mamie Ross, Carman, Hiley, Goldfinch, Champion, Belle of Ga., Elberta, Munson Free, Tiebout, Old Mixon Free, Lemon Cling, Crawford's Late, Beer's Smock, Rex, Fox Seedling, Krummel's Late, Salway, Dulce, Henrietta, Octobel, Stinson's.

NURSERYMEN'S CALIPER-- $\frac{2}{3}$ SIZE.

This is the most practical Caliper in use for grading trees. It is made of steel brass handsomely nickel plated. It answers also as a rule. Its length is exactly six inches and its width two inches. Price 65 cents each; 6 for \$3.60; 12 for \$6.00. Postage or express to be added. For sale by dealers in nurserymen's requisites, or orders may be sent direct to



W. F. HEIKES, Manager, Huntsville, Ala.

The Huntsville Wholesale Nurseries.

JESSIE S. MOSS, PROPRIETOR.

W. F. HEIKES, MANAGER.

References: W. R. Rison Banking Company, Huntsville, Ala., and the Mercantile Agencies.

FALL OF 1908 AND SPRING OF 1909.

HEIKES HUNTSVILLE TREES.

DECEMBER 1, 1908.

Except where prices are agreed upon these quotations are subject to change without notice.

The usual Terms and Conditions govern these quotations.

Combination Car Lots.

These prices are based on delivery to station at Huntsville, the price of boxes to be added. In car lots in bulk no charge will be made for packing.

To those who order in less than car lots and wish to take advantage of our plan to deliver to Distributing Points we must add to the prices quoted in this list the cost of freight from Huntsville to these points on a car lot basis, and we will then prepay the freight to the point of distribution. This plan insures low freight rates and quick time. Such orders will be packed in boxes at Huntsville and combined to make up car lots and shipment promptly made to distributing points and forwarded from there over the various railroads to destination. Car lot orders will go direct from Huntsville to destination, and can be shipped at any time after September 20th to March 15th, except a short time in mid-winter.

Distributing Points.

We are making St. Louis, Mo., Rochester, N. Y., Philadelphia, Pa., Tyler, Texas, Fresno, Cal., Spokane, Wash., N. Yakima, Wash., Vancouver, B. C., Portland, Ore., and Grand Junction, Colo., distributing points for orders in less than car lots, to be shipped from Huntsville on the dates named below. No charge for drayage or transfer at these points.

FOR ST. LOUIS—Early shipments from September 20th to October 10th; late shipments from October 25th to December 10th, and in Spring.

FOR PHILADELPHIA AND ROCHESTER—November 1st and in Spring.

FOR TYLER, TEXAS—October 10th to December 15th.

FOR GUTHRIE, OKLA.—October 10th to December 15th.

FOR FRESNO, CAL.—November 15th to December 15th.

FOR PORTLAND, ORE.—November 1st to December 15th.

FOR SPOKANE, WASH.—November 1st to December 15th.

FOR NORTH YAKIMA, WASH.—November 1st to December 15th.

FOR VANCOUVER, B. C.—November 1st to December 15th.

FOR GRAND JUNCTION, COL—October 15th to December 1st and in Spring.

This offer to ship to distributing points will not apply if shipment is required at other than the above named dates. It sometimes happens that we cannot arrange to make up combination car lots to suit all strictly within the dates named. It will be necessary to arrange the dates for shipments as orders are received.

Grade Count.

In this edition of our Price List we give the varieties, numbers and grades of stock remaining unsold at this date.

For 100 rates add 1 cent each; for 10 rates add 2½ cents each to the 100 rates.

KIEFFER, Magnolia and Japan Golden Russet. Two Years.

GRAFTED PEARS.	<i>Foxy.</i>	<i>Fodder.</i>	<i>Folder.</i>	<i>Follow.</i>	<i>Fondle.</i>	<i>Foolish.</i>	<i>Forage</i>
	6 to 8 ft	5 to 7 feet	5 to 6 feet	4 to 5 feet	4 to 5 feet	3½ to 4½ ft	3 to 4 ft
Two Years	1 to 1¼ in.	¾ to 1 in.	½ to ¾	9-16 to ½	½ to 9-16	7-16 to ½	
On French Seedl'gs	Per M \$75	Per M \$65	Per M \$60	Per M \$50	Per M \$40	Per M \$35	Pr M \$25
Kieffer	1100	...	8200	1700	...	4000	1200
Magnolia	500	9000	...	600	250	500	500
Japan Golden Russet	100	2000	...	210	160	...	...

Three Years.

Kieffer	1500	5500	3100	2100	850	320	...
Japan Golden Russet	500	1250	820	210	160	...	...

The limbs and tops of the three year old Kieffers and Japan Golden Russet were pruned back last Spring, leaving short stubs to form the new tops. The tops are well shaped and the trees are every way first-class. The tree digger was not run under these trees.

We have a lot of Kieffer and Japan Golden Russet under which the tree digger was run under last Fall, not cut back, which have made a moderate handsome growth, which we will sell for \$10 per 1000 less than the two year old.

KIEFFER, Magnolia and Japan Golden Russet---One Year

	CIPHER	Per 1000
One year, 5 to 6 feet, not branched	<i>Fabrie.</i>	\$70 00
One year, 4 to 5 feet, not branched	<i>Fable.</i>	60 00
One year, 3 to 4 feet, not branched	<i>Farmer.</i>	50 00
One year, 2½ to 3 feet, not branched	<i>Farther.</i>	45 00
One year, 2 to 2½ feet, not branched	<i>Fashion</i>	35 00
One year, 1 to 2 feet, not branched	<i>Fathom.</i>	25 00

We will make special low prices on Kieffer one year old from a block that must be cleared next Spring in lots of 500 or more.

STANDARD PEARS---Two Years, Budded on French Pear Seedlings.

PEARS. Standard.	<i>Feather</i>	<i>Feeble</i>	<i>Fellow</i>	<i>Felon</i>	<i>Festal</i>	<i>Fetter</i>
	5 to 7 feet	5 to 6 feet	4 to 5 feet	4 to 5 feet	3½ to 4½ ft.	3 to 4 ft.
Two Years.	¾ to 1 in.	½ to ¾	9-16 to ½	½ to 9-16	7-16 to ½	
Budded.	Pr M \$100	Per M \$85	Per M \$70	Per M \$60	Pr M \$50	Pr M \$40
Howell	...	...	...	...	600	300
Koonee	650	2000	2500	...	600	900
Smith's	...	100	...	...	...	...
Early Harvest	300	300	180	90	50	90
Duchess	1600	2500	1000	550	400	250
Clapp's	...	...	100	200	200	90
Lawrence	...	...	...	...	40	100

STANDARD PEARS--One Year, Budded.

	CIPHER	Per 1000
One year, 5 to 6 feet, not branched	<i>Fossil.</i>	\$90 00
One year, 4 to 5 feet, not branched	<i>Foster.</i>	80 00
One year, 3 to 4 feet, not branched	<i>Founder.</i>	70 00
One year, 2 to 3 feet, not branched	<i>Falter.</i>	50 00
One year, 1 to 2 feet, not branched	<i>Fame.</i>	35 00

VARIETIES—Bartlett, Koonee, Early Harvest, Howell, Clapp's Favorite, Duchess d'Angouleme, Beurre d'Anjou, Lawrence, Smith's, Winter Bartlett, Wilder, Worden-Seckel, P. Barry, Crocker Bartlett.

The price of Bartlett for 4 to 5 feet is 13 cents; 3 to 4 feet 11 cents; 2 to 3 feet 7½ cents. We have the largest stock of Bartletts for Fall of 1908 and Spring of 1909 ever grown by one nursery. We use only the strongest stocks to bud on. Our pear trees are larger at one year old than can be obtained from any other nursery.

Winter Bartlett, Crocker Bartlett, P. Barry, B. d'Anjou and Smith's are already sold.

DWARF PEARS—Two Years.

DWARF PEARS.	<i>Each</i>	<i>Eager</i>	<i>Eagle</i>	<i>Earned</i>	<i>Early</i>	<i>Earnest</i>	<i>Earth</i>
	¾ & up	½ to ¾	9-16 to ½	½ to 9-16	7-16 to ½	3 to 4 ft.	2 to 3 ft.
Two Years. Budded.	\$75 Pr M	\$70 Pr M	\$60 Pr M	\$40 Pr M	\$35 Pr M	\$30 Pr M	\$25 Pr M
Duchess d'Angouleme	130	200	1000	600	400	300	50

PEACH TREES--On Peach. Leading Varieties.

Our peach trees are budded on seedlings grown from Tennessee and Alabama natural pits. They are free from Aphid, Root-knot and Crown-Gall. We can supply beautiful large, medium and small-sized trees. The land upon which our peach trees are grown produces a well-matured tree, with fine fibrous roots. The San Jose Scale, Yellows and Rosette are unknown in this section and we have been careful not to bring in any buds from affected localities.

Peach Trees	Raneor	Ransom	Rather	Rattle	Recite.	Reserve.	Resource	Render
One Year,	6 to 8 ft.	5 to 6 ft.	4 to 6 ft	4 to 5 ft	3½ to 4½ ft	3 to 4 feet	2 to 3 ft	1 to 2 ft.
On	¾ to in.	⅔ to ¾	9-16 to ½	½ to 9-16	7-16 to ½	⅔ to 7-16		
PeachStock	Pr M \$50	Pr M \$50	Pr M \$45	Pr M \$40	Pr M \$35	Per M \$30	Pr M \$22.50	Pr M \$12.50
Admiral Dewey	...	...	...	...	120			
Alexander	...	...	...	...	...	190	90	
Arp Beauty	...	...	...	...	...	890		
Apex	170	170	...	...	110	1050	3800	650
Beers Smock	160	800	800	1800	8200	300	2300	600
Belle of Ga.	1100	1480	680	...	...	230	610	100
Bequet's Free	10	30	30	...	...	...	50	170
Octobel	10	30	70	...	...	...	...	...
Bilyeau Late	30	110	50	...	...	...	...	...
Carman	40	...	...	...	...	...	1000	
Capt. Ede	30	700	...	...	...	300	360	30
Crawford's Late	40	...	...	...	...	4800	500	600
Champion	100	650	700	2300	4200	6900	280	
Chair's Choice	550	1200	...	...	1570	2650	1840	200
Dulce	...	...	...	...	...	110	60	
Dr. Burton	...	...	...	...	...	80	250	100
Elberta	...	...	...	...	...	...	54500	
Fitzgerald	...	...	...	...	...	...	1000	150
Fox Seedling	70	200	...	...	...	...	...	30
Globe	20	340	...	...	...	400	1400	480
Greensboro	...	...	...	...	350	1100	3600	240
Goldfinch	...	...	...	...	...	...	...
(Ea. Elberta)	50	...	...	...	...	360	1670	280
Heath Cling	...	...	...	...	...	...	...	900
Hiley (Ea. Belle)	...	...	...	...	...	780	...	100
Henrietta	40	...	...	...	...	...	...
Krummel's Late	...	...	...	...	...	...	640	800
Lemon Cling	...	...	...	...	...	...	...	160
Mamie Ross	...	...	...	...	...	...	...	100
Mayflower	...	...	...	...	...	250	60	
Mountain Rose	60	100	640	100	2900	2000	2600	1400
Munson Free	...	...	...	...	...	10	50	20
Munson Cling	...	...	...	...	...	...	...
Old M. Free	...	350	1100	...	...	...	...
Old M. Cling	300	700	...	...	...	...	...
Ray	30	30	...	180	140	...	90	20
Rex	110	400	930	500	1340	1200	1720	160
Reeve's Favorite	550	3000	1700	...	300	700	1300	300
Salway	...	250	...	860	1400	1000	...	200
Stump	650	...	...	...	...	...	...	30
Sneed	...	...	...	...	...	...	...
Stinson's Oct.	160	150	...	...	...	880	900	180
Tiebout	...	...	...	...	50	40	50	
Victor	...	...	...	...	...	...	1300	130
Waddell	80	150	...	...	...	...	2430	780

PEACH TREES. June Buds.

Peach Trees	Jewel	Jingle	Jacket.	Jargon	Jasper	Jealous	Jeopard	Jersey
June Buds.	5 to 6 ft	5 to 6 ft.	4 to 5 ft	3½ to 4½ ft	3 to 4 ft	3 to 4 ft	2 to 3 ft.	18 to 24 in.
	5/4 & up	5/8 to 3/4	9-16 to ½	½ to 9-16	7-16 to ½	⅔ to 7-16		
Arp Beauty	...	...	...	...	...	3000	1900	1900
Belle of Ga.	10	50	540	1400	2000	...		
Carman	...	1250	2885	...	...	5070	3055	400
Crawford's Late	180	660	500	900	8350	3200	450	
Champion	110	400	500	1150	2950	4800	3550	120
Chair's Choice	20	140	300	390	210	...	300	
Elberta	...	...	...	...	...	...	191000	
Greensboro	...	...	...	...	300	5200	8000	
Hiley Ea. Belle)	...	75	20	1400	80	...	...
Krummel's Late	20	230	180	...	410	450	400	100
Mamie Ross	...	40	430	200	900	5700	7400	150
Mayflower	...	400	30	40	...	...	...	280
Reeves' Favorite	80	630	1020	1200	1200	1000	500	100
Salway	10	180	540	...	2900	5100	8700	600
Stinson's Oct.	90	400	30	40	...	240	200	30
Waddell	...	140	...	...	...	...	170	20

PLUM TREES—On Marianna Plum. One Year.

Plum Trees,	Lesson	Liking	Limber	Limpid	Linger	Liquor	Ladder	Letter
On Marianna	3/4 & up	5/8 to 3/4	9-16 to 5/8	1/2 to 9-16	7-16 to 1/2	3 to 4 ft	2 to 3 ft	1 to 2 ft.
Plum, One Year,	Pr M \$	Pr M \$	Pr M \$	Pr	\$	Per M \$55	Pr M \$50	Pr M \$35
Abundance.....	...	...	...	...	...	...	600	...
Burbank.....	...	...	...	...	...	...	500	...
Red June.....	...	...	...	...	...	400	500	600

CHERRY TREES—Two Years. On Mahaleb.

Cherry Trees,	Object	Oblong	Octave	Office	Onward	Order	Organ
Two Years On Mahaleb.	5 ft. & up	4 1/2 to 5 1/2 ft	3 1/2 ft. & up	3 ft. & up	3 to 4 ft.	2 to 3 ft.	1 to 2 ft.
	3/4 to 1 in.	5/8 to 3/4	9-16 to 5/8	1/2 to 9-16			
PRICES ON APPLICATION							
Early Richmond...	200	1300	3000	5000	9000	3200	150
English Morello...	...	...	...	...	100	600	200
Baldwin.....	...	...	...	...	...	...	...
Dyehouse.....	...	130	600	800	2000	600	...
Montmorency.....	...	90	150	1400	4000	3000	200
Terry.....	...	170	400	500	1100	400	100
Suda.....	...	...	...	...	100	500	...
Wragg.....	...	...	...	50	800	1700	600

APPLES—Two Years. Grafted.

YELLOW TRANSPARENT—70 5/8 to 3/4 at 10 cents; 116 9-16 to 5/8, 7 1/2 cents; 300 1/2 to 9-16, 6 cents; 1200 3 to 4 feet, 5 cents; 1000 2 to 3 feet, 2 1/2 cents; 200 1 to 2 feet, 2 cents.

50,000 PECAN SEEDLINGS. Gulf Coast Thin Shell.

We have a very fine lot of three-year-old seedlings grown at Huntsville. These trees are grown from selected nuts collected along the Gulf Coast in Southern Mississippi and Louisiana, where the choicest thin shell nuts are produced. We can supply any size from one foot upward to five feet.

	CIPHER	Per 1000
Two and three years, 12 to 18 inches.....	Patent.....	\$35 00
Two and three years, 18 to 24 inches.....	Paddle.....	45 00
Two and three years, 2 to 3 feet.....	Pebble.....	50 00
Two and three years, 3 to 4 feet.....	Pellet.....	65 00
Two and three years, 4 to 5 feet.....	Petted.....	70 00

For grafted Pecans see Heikes-Biloxi Nurseries Co.

HUNTSVILLE PECANS—One Year. Best Grafted Paper Shell Varieties.

PECANS,	Port	Pointed	Pointer	Polish	Polite
One Year	4 to 5 feet	3 to 4 feet	2 to 3 feet	18 to 24 in.	12 to 18 in.
PRICES ON APPLICATION					
Stuart.....	50	90	60	25	25
Ga. Giant.....	...	10	25	35	30
Van Deman.....	10	70	170	75	75
Frotscher.....	...	40	90	40	40
Moneymaker.....	10	120	250	100	100
Pabst.....	...	40	110	50	50
Teche.....	...	60	100	40	40

HUNTSVILLE ROSES.

Huntsville Roses,	Rudder	Rude	Ruff
Field Grown	No. 1	No. 1 1/2	No. 2
Very Fine.	Per M \$80	Per M \$65	Per M \$35
Anna de Diesbach.....	80	...	...
Jubilee.....	60	20	...
Mar. P. Wilder.....	480	70	...
Gen. Jacqueminot.....	1400	200	...
Paul Neyren.....	1100	70	...
Ulrich Brunner.....	370	50	...
Marq. of Lorne.....	750	80	...

 Frau Karl Druschki, strong 2 years transplants, well branched, 12 cents; one year forced buds single stem 18 to 24 inches, 8 cents; 2 to 3 feet 10 cents.

HEIKES-BILOXI NURSERIES COMPANY,

Biloxi, Mississippi.

Address all correspondence on business with these Nurseries to
W. F. HEIKES, Manager, Huntsville, Ala.

On stock grown at Biloxi, for delivery in the Fall, the freight is to be paid from there by the buyer. The prices of boxing and baling to be added to quotations. Terms and conditions are the same as for the Huntsville Wholesale Nurseries.

ROSES.

Field Grown.
Very Fine.

	<i>Rosette</i> No. 1 Per M \$80	<i>Robust</i> No. 1½ Per M 65	<i>Rocket</i> No. 2 Per M \$35
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DORMANT

HYBRID PERPETUALS.

Anna de Deisbach.....	1800	.	.
Clio.....	1100	.	.
Gen. Jacqueminot.....	2350	.	.
Jubilee.....	870	.	.
M. P. Wilder.....	1130	.	.
Magna Charta.....	2600	.	.
Marq. of Lorne.....	1550	.	.
P. C. de Rohan.....	....	.	.
Paul Neyron.....	1000	.	.
Ulrich Brunner.....	3100	.	.
Baby Rambler.....	3000	.	.

Field Grown Roses

This list comprises the varieties and numbers unsold at this date.

On orders sent in by Northern customers for Spring delivery we will pay freight to St. Louis and hold in cold storage there until wanted.

BUDDED ROSES—We have ceased the propagation of Roses on own roots.

The No. 1 plants will have three or more branches and will be cut back to 18 to 24 inches. The roots are very fine. We make a grade of Roses called No. 1½. This grade will be made up of plants just under No. 1, such as do not have the required number of branches or slightly under weight and height, and make a very nice grade for mailing.

The plants under No. 1½ we class as No. 2. We recommend them for transplanting.

PECANS—Best Grafted Paper Shell Varieties.

PECANS.

	<i>Gabble</i> 4 to 5 feet	<i>Gallie</i> 3 to 4 feet	<i>Gallon</i> 2 to 3 feet	<i>Gaston</i> 18 to 24 in.	<i>Garter</i> 12 to 18 in.
PRICES ON APPLICATION					
Stuart.....	....	7000	10000	13200	
Russell.....	330	850	350	400	
Pride of the Coast.....	...	...	30	30	
Van Deman.....	...	300	1100	1000	
Frotscher.....	140	350	1400	1700	1900
Moneymaker.....	....	...	500	700	
Pabst.....	400	...	300	500	700
Taylor.....	350	550	1500	1600	1300
Teche.....	40	130	700	700	700
Centennial.....	...	50	200	300	350
Columbian.....	...	...	...	...	250
Ga. Giant.....	...	10	100	80	80

JAPANESE PERSIMMONS—One Year.

Japanese Persimmons

	<i>Jessamine</i> 4 to 5 feet Per 100 \$12.50	<i>Jasper</i> 3 to 4 feet Per 100 \$10	<i>Jargon</i> 2 to 3 feet Per 100 \$7.50	<i>Japan</i> 1 to 2 feet Per 100 \$5
Hiyakume.....	460
Tane-nashi.....	130
Zengi.....	340	320

MAGNOLIA GRANDIFLORA.

Magnolia Grandiflora

	<i>Mattock</i> 4 to 5 feet \$25 Per 100	<i>Mallet</i> 3 to 4 feet \$20 Pr 100	<i>Manger</i> 2 to 3 feet \$17.50 Pr 100	<i>Martin</i> 18 to 24 in. \$15 Pr 100	<i>Marble</i> 12 to 18 in. \$12.50 Pr 100	<i>Master.</i> 6 to 12 in. \$10 Pr 100
The two feet and up are two years transplanted. Smaller sizes, One year transp'd	SOLD	SOLD		1200	5000	3000

FIGS. Two Years.

	<i>CIPHER</i>	<i>Per 100</i>	<i>Per 1000</i>
One to two feet grown from cuttings.....	Saddle	900 unsold	\$50 00
Two to three feet grown from cuttings.....	Safety	....	Sold
Three to four feet grown from cuttings.....	Sonnet	....	Sold

Terms and Conditions Governing Quotations in the Price List of the Huntsville Wholesale Nurseries.

RATES.—As we send this list to the trade only, we make the difference in prices between the 10, 100 and 1000 rates very slight—simply sufficient, as a rule, to cover the difference in the expense of handling in the smaller numbers. We uniformly tie in bunches of 10, when consistent with the order, and we suggest to our customers to make their orders for varieties in multiples of 10 as far as practicable. Orders for 50 and not over 300 trees, if for not less than 10 of a variety, will be charged at the rate per hundred. Orders requiring 300 trees or more, and not less than 10 of a variety, will be filled at the lowest quoted prices. Orders for less than 10 trees of one variety, will be charged at the rate per ten.

SEASON.—Our packing and shipping season begins by the 20th of September, and continues until about the first of March.

We have great advantages to offer here in early shipments for the North in Spring. We do not accept orders for trees we do not grow, as we never buy trees to sell again. You can depend upon us for fresh dug trees. Each order is taken up separately, and not until it is wanted for shipment.

SHIPPING DIRECTIONS.—We respectfully beg our patrons to furnish us with explicit directions as to shipping, and the mode of conveyance by which they desire trees forwarded. When no particular directions are given, we forward according to the best of our judgment. *But in no case do we assume any responsibility as to safe delivery and condition of Trees and Plants after a proper shipment by us.*

RELEASE.—When prepayment of freight is not required, we will Release and Guarantee, and take forwarder's receipt and mail to consignee. It is left to the option of the shipper of trees over some railroads, whether he will release them or not under the clause "Value less than \$5.00 per 100 lbs." If released under this clause, the freight is less on roads governed by this classification, and we will assume it to be proper to make this release, without reference to the value of the trees, unless instructed to the contrary. This clause does not apply upon roads under some of the district classifications, and because of this confusion we will not be held responsible for any oversight to release, unless instructed by our customers. Claims for delay or loss must be made to the forwarders.

PACKAGES.—The cost of package must be added to the prices quoted in this list, as follows:

Boxes 30 inches square, from 7½ to 9 feet long, as the trees may require, each \$2.50; boxes 24 inches, \$2.00; boxes 18 inches, \$1.50; bales from 25c. to 75c. each.

PACKING.—Goods will be packed in moss or "Shingle Tow," and especial care taken to insure their arrival in the best condition.

ASSORTMENTS.—We do not require customers to take an assortment they do not wish, but will sell one variety alone if desired. If any substitution can be allowed, either in grade or variety, it should be so stated when making the order. As a rule we do not substitute without permission.

CAUTION.—We accept all orders upon the condition that they shall be void, should any injury befall the trees from frost, hail, storm, fire, or other causes over which we have no control.

TERMS.—Cash. When desired, we will allow 30 to 60 days from date of shipment to responsible

prompt-paying customers. Parties with whom we have had no business transactions, will save time by sending reference, with order. We wish it expressly understood that payment is expected from the first collections made, and the time named is only intended as so many days of grace in which to make returns. To northern customers, who wish to lay in stock for Spring trade, we will ship late in Fall or early in Spring, and allow time for payment till May 15th. If shipment is required in the Fall for Spring use, a note is to be given upon receipt of the trees. We do not allow any discount for cash, but we make our prices low to command cash, or prompt returns. In orders when the time is not mentioned, 30 days is to be understood. Interest at the rate of 8 per cent per annum must be paid on over due accounts. Should prices be changed, either higher or lower, during the season, the prices ruling at the time the order is made, are expected to stand.

FORMS OF PAYMENT.—All bills are payable at the office of the seller, and remittances should be made by drafts on New York, Chicago or St. Louis, or by money orders on some Express Company, or by postal orders. We will, however, accept checks from those of our customers who may be located at places having no banking, express or postal facilities, provided they make them in every case payable "with exchange", or add $\frac{1}{4}$ of one cent, to the amount of the bill for the cost of collection.

GRADES.—We grade very carefully, in some cases by caliper, in others by height. When graded by both caliper and height, the caliper must govern, as the height then named is only to be considered approximately. When graded by height or caliper, we include the lower number and exclude the higher. Instance: in a grade of 4 to 5 feet trees, the 4 feet trees are included, but not the 5 feet trees. If 5 feet trees are wanted, the 5 to 6 feet grade must be ordered.

GUARANTEE OF GENUINENESS.—While we exercise the greatest diligence and care to have all our Trees, etc., true to label, and hold ourselves in readiness, on proper proof, to replace all trees, etc., that may prove untrue to label, free of charge, or refund the amount paid, it is mutually understood and agreed to, between the purchaser and ourselves, that our guarantee of genuineness shall in no case make us liable for any sum greater than that originally received for said trees, etc., that shall prove untrue.

ACCEPTANCE.—Notice should be sent us by telegraph, at our expense, if there is any cause of complaint, or should the trees be refused, stating reasons. Claims for deduction, from whatever cause, will receive consideration only when made promptly upon the receipt of the trees. If trees show any signs of shrivelling upon arrival, they can usually be restored by being thoroughly watered and buried entirely under the ground for two or three days. Should there be any frost in the trees upon arrival, they should not be removed from the box until the frost is all out. The box should be placed in the cellar or protected in some other way. The presence of frost in the boxes is not to be considered an evidence of bad condition, as we pack to secure the trees against damage, if the frost is allowed to come out in the natural way. Goods will be considered accepted if removed from the boxes in which they are packed, without notice of complaint to us and without our orders for their disposition.